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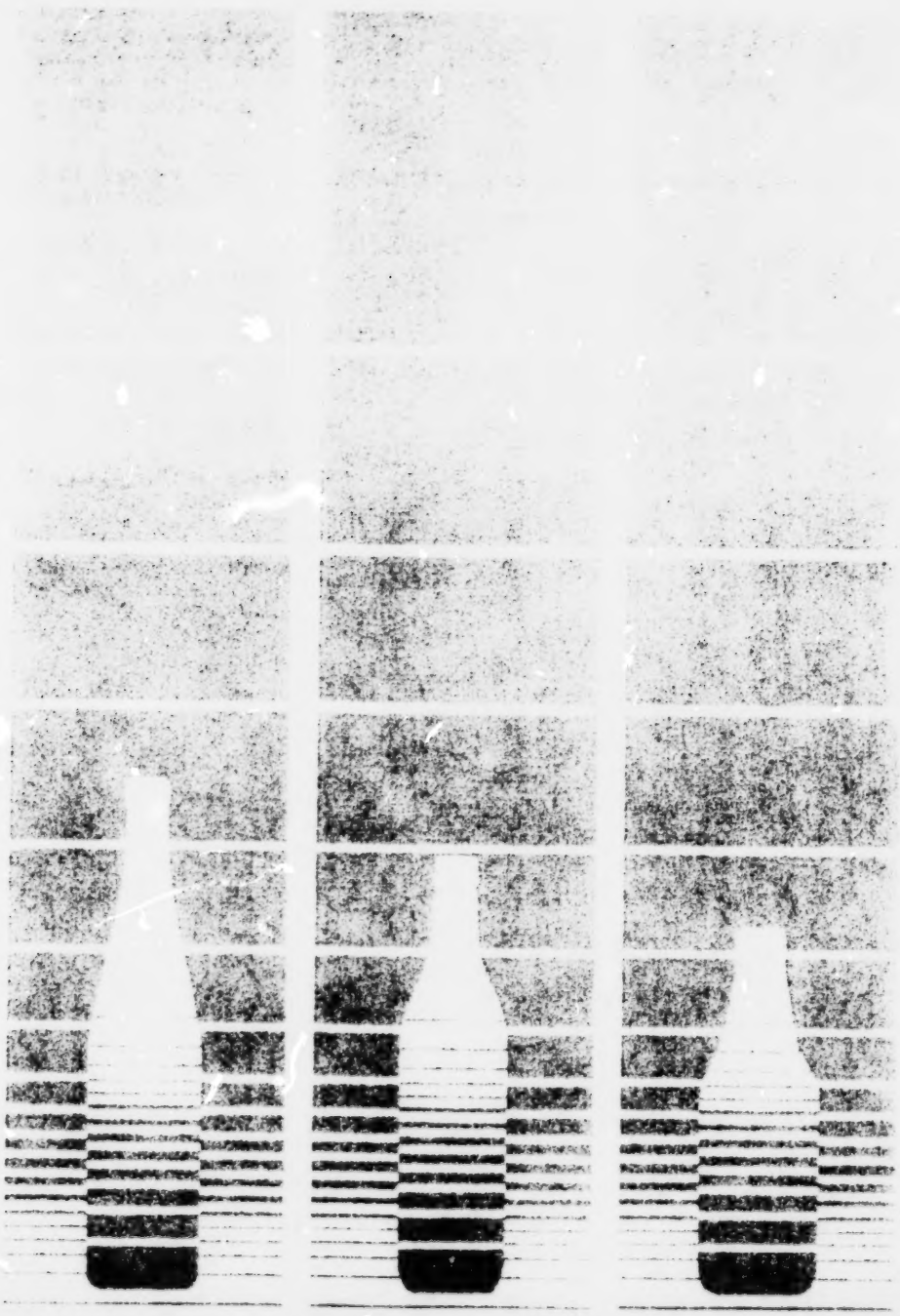
The Nova Scotia Liquor Commission

Fifty-Sixth Annual Report

April 1, 1985
March 31, 1986



To His Honour
The Honourable Alan R. Abraham
Lieutenant Governor of Nova Scotia

May It Please Your Honour

I have the honour to submit herewith a Report of the Nova Scotia Liquor Commission for the fiscal year ended March 31, 1986

I have the honour to be,

Sir,

Your most obedient servant,

George Moody
Minister in Charge of Administration
of the Liquor Control Act

To the Honourable George Moody
Minister in Charge of Administration
Liquor Control Act
Province of Nova Scotia
Halifax, Nova Scotia

Sir

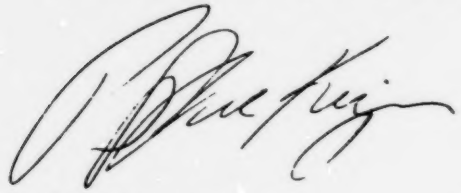
The Nova Scotia Liquor Commission has the honour to submit its Annual Report for the period from April 1, 1985 to March 31, 1986.

Pursuant to the provisions of the Liquor Control Act, the Commission is responsible for the general control, management and supervision of all government liquor stores. It has produced revenue for the Province with sales during this fiscal year amounting to approximately $286,400,000 and reflecting a net profit to government of approximately $83,000,000 exclusive of sales tax totalling $23,000,000.

The Commission has also attempted not to lose sight of the social responsibility in its management and control of alcohol through its support of the various provincial programs against drinking and driving and the abuse of alcohol.

I wish to extend my sincere appreciation to my fellow Commissioners, Mr. Cecil Moore and Mr. Angus MacIsaac and to the General Manager & Chief Executive Officer, Mr. Donald Pulsifer, for their continued support and untiring efforts in furthering the objectives of the Nova Scotia Liquor Commission.

I appreciate the opportunity of having served as the Chief Commissioner in the last fiscal year and I look forward to the continuing challenge in the year ahead.



Peter J. MacKeigan,
Chief Commissioner

Halifax, Nova Scotia

Mr. Peter J. MacKeigan
Chief Commissioner
Nova Scotia Liquor Commission
Halifax, Nova Scotia

Sir

I take pleasure in providing the Fifty-Sixth Annual Report of the Nova Scotia Liquor Commission covering the fiscal year ending March 31, 1986.

During the year sales through Commission stores increased 4.5% and profits 3.6%. this has occurred with a volume decrease of 0.6%. Sales to licensed establishments increased 4.2% and now represent 17.9% of all business.

In order to cope with the ever-increasing number of brands and to provide improved service, a new Distribution Centre is under construction in the Bayers Lake Industrial Park; completion date is for the fall of 1986.

In an attempt to provide added service a new self-service store was opened in New Minas, Kings County in April 1986. In addition, proposed new stores include Rockingham Ridge, Halifax, Tatamagouche, Canso and Antigonish, Nova Scotia.

I wish to thank the dedicated employees of the Commission for their support and contribution to a successful and efficient operation during the past year. I also wish to acknowledge other departments, agencies, boards, etcetera of Government and enforcement bodies which have co-operated fully with the Commission.

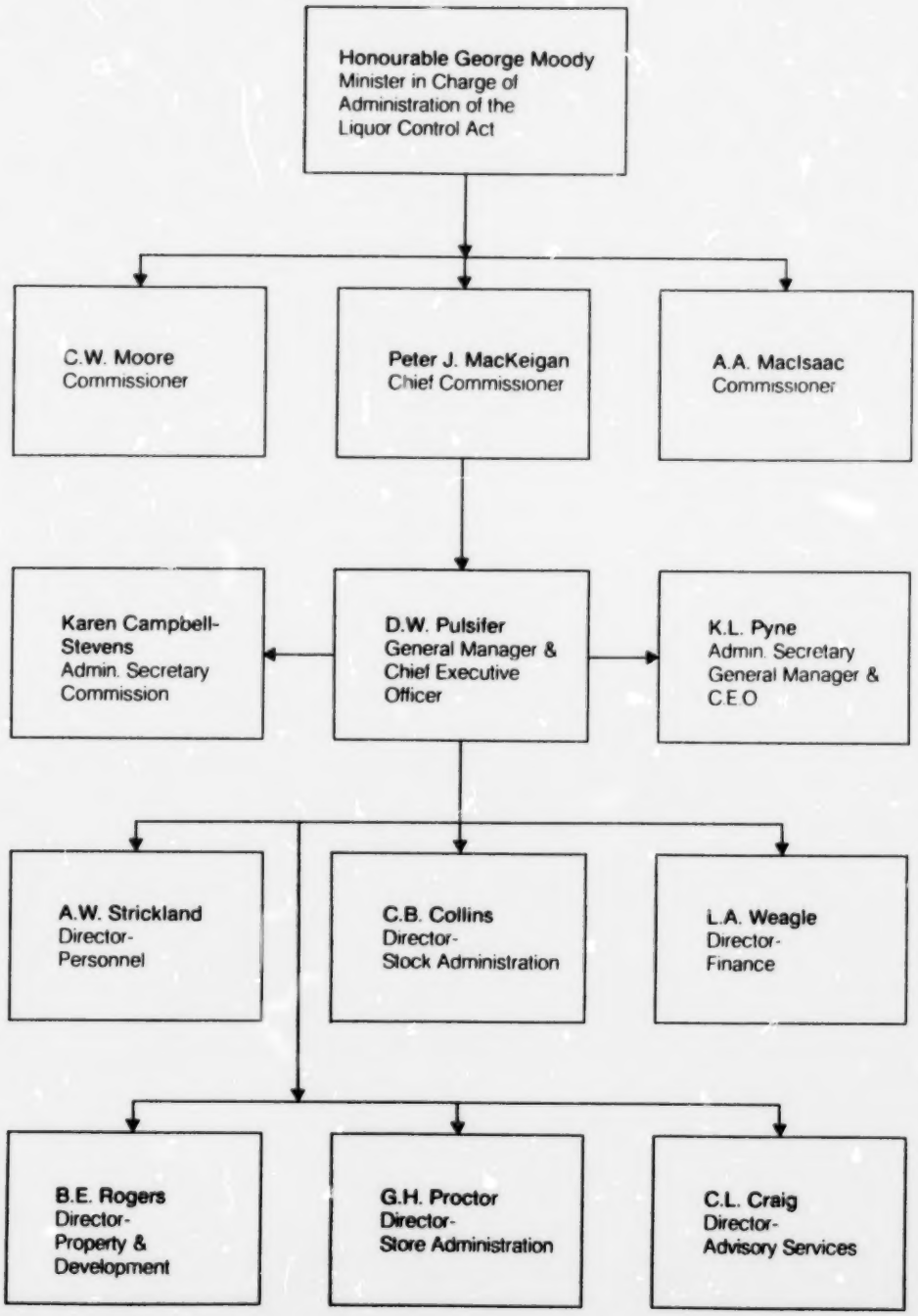
It has been my pleasure to serve as General Manager & Chief Executive Officer for the past year. On behalf of our staff, I thank you and the Commission for your support and guidance.

Respectfully submitted,

Donald W. Pulsifer

D.W. Pulsifer

September 22, 1986


Honourable George Moody
Minister in Charge of
Administration of the
Liquor Control Act
C.W. Moore
Commissioner
Peter J. MacKeigan
Chief Commissioner
A.A. MacIsaac
Commissioner
Karen Campbell-
Stevens
Admin. Secretary
Commission
D.W. Pulsifer
General Manager &
Chief Executive
Officer
K.L. Pyne
Admin. Secretary
General Manager &
C.E.O
A.W. Strickland
Director-
Personnel
C.B. Collins
Director-
Stock Administration
L.A. Weagle
Director-
Finance
B.E. Rogers
Director-
Property &
Development
G.H. Proctor
Director-
Store Administration
C.L. Craig
Director-
Advisory Services

SOURCE OF GROSS LIQUOR REVENUE

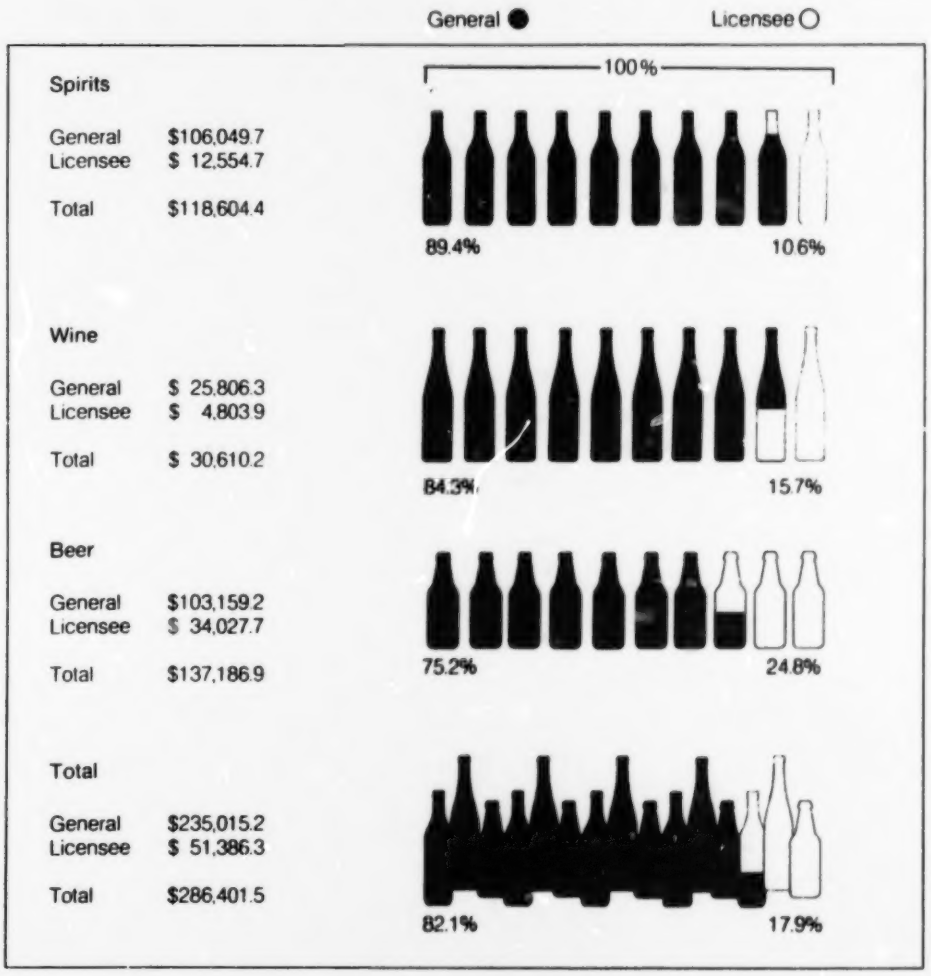
Dollars to the nearest 000's

Spirits	$118,604.4	41.4%
Wine	$30,610.2	10.7%
Beer	$137,186.9	47.9%
Total	$286,401.5	100.0%

SOURCE OF GROSS LIQUOR REVENUE

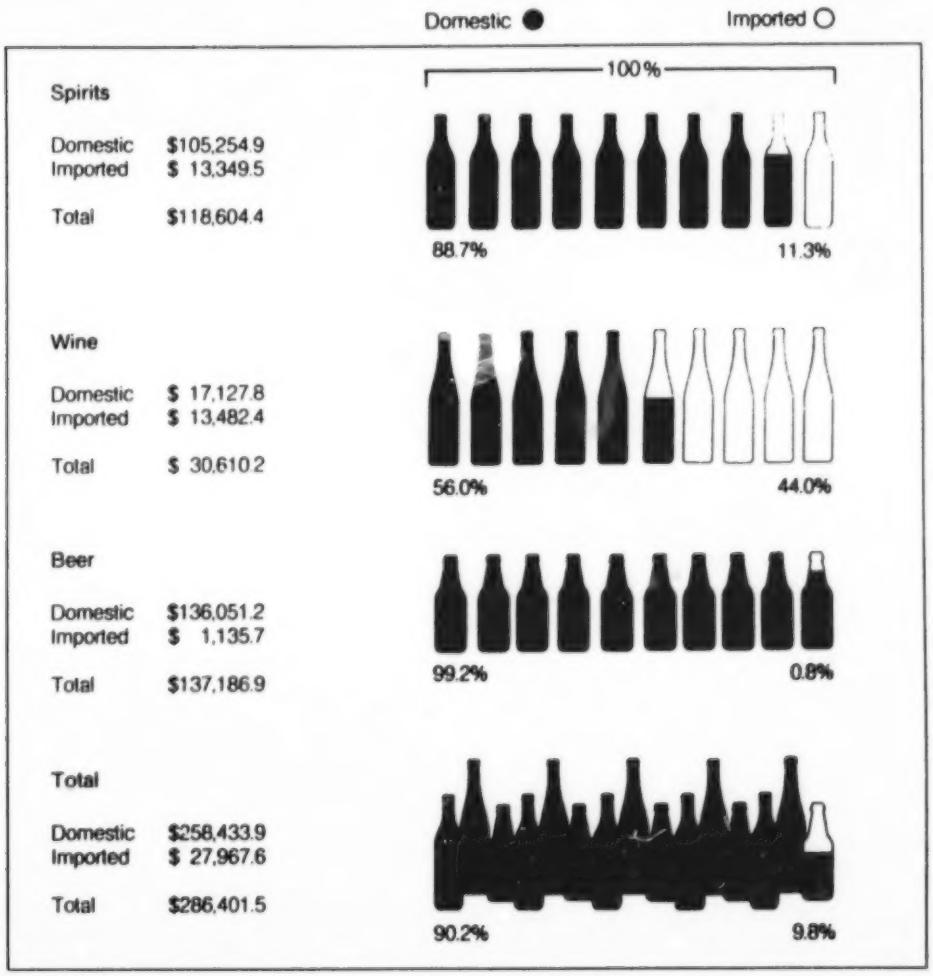
General Vs Licensee

Dollars to the nearest 000's



SOURCE OF GROSS LIQUOR REVENUE — Canadian Vs Imported

Dollars to the nearest 000's



DISTRIBUTION OF LIQUOR REVENUE DOLLARS

Two-Year Comparison

Dollars to the nearest 000's

1986		
Cost of Sales	$151,153.6	52.8%
Cost of Store Operations	$24,201.3	8.5%
RCMP Expense	$20,791.9	7.3%
Administrative / Net Other Expenses	$7,761.6	2.7%
Total Profits	$82,453.3	28.8%
1985		
Cost of Sales	$144,293.9	52.7%
Cost of Store Operations	$23,365.5	8.5%
RCMP Expense	$19,692.8	7.2%
Administrative / Net Other Expenses	$7,130.6	2.6%
Total Profits	$79,551.3	29.0%

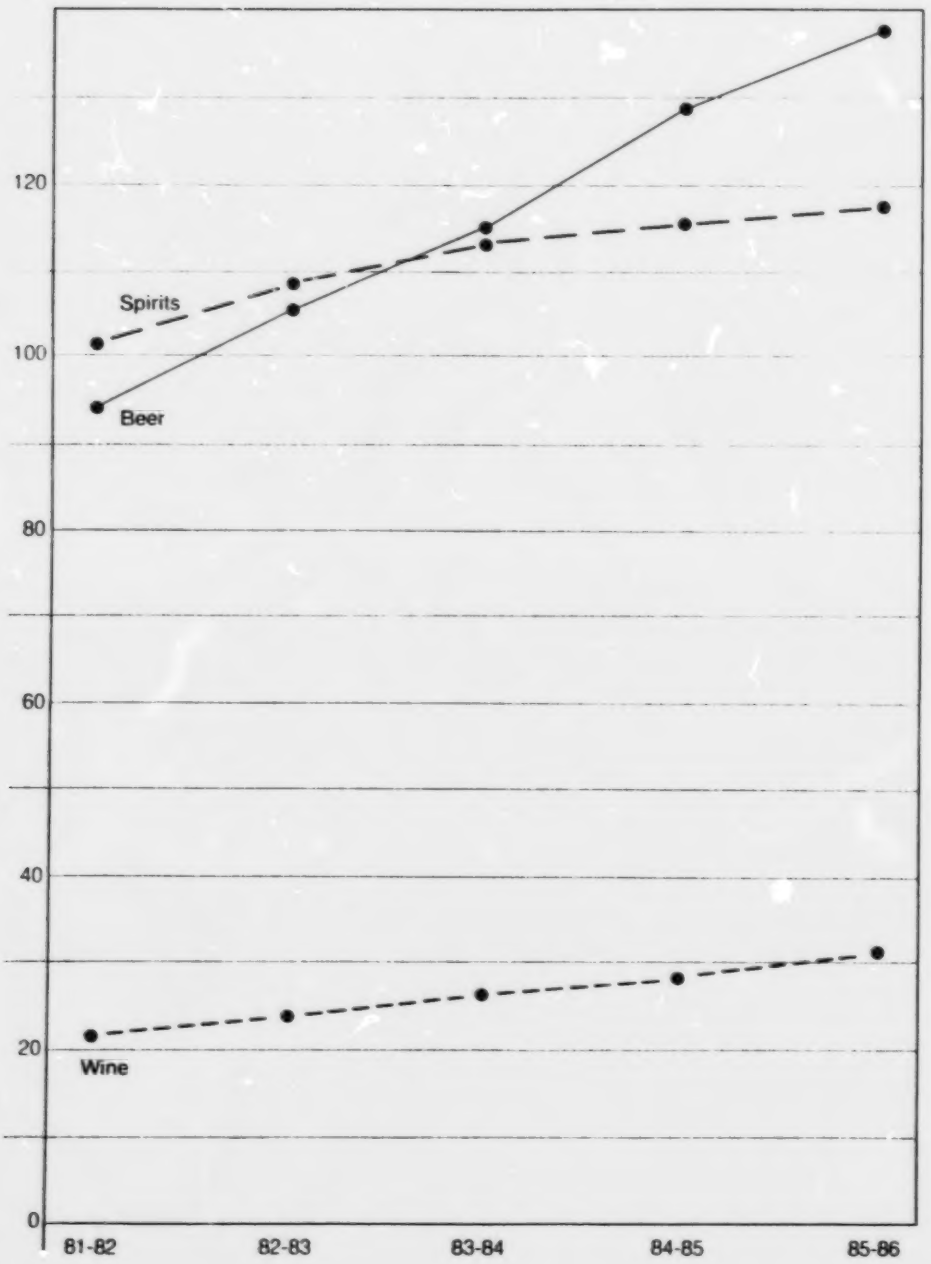
FIVE-YEAR SALES COMPARISON

Dollars to the nearest 000's

By		Spirits	Wine	Beer	Total
Class	85-86	118,604.4	30,610.2	137,186.9	286,401.5
of	84-85	115,706.7	28,750.6	129,609.2	274,066.5
Sales	83-84	114,627.8	26,659.4	115,363.1	256,650.3
	82-83	109,336.5	24,505.2	105,669.3	239,511.0
	81-82	100,539.8	21,556.7	94,257.2	216,353.7
		Canadian Imported			
Canadian	85-86	105,254.9	17,127.8	136,051.2	258,433.9
vs		13,349.5	13,482.4	1,135.7	27,967.6
Imported	84-85	103,031.5	15,973.6	128,563.4	247,568.5
		12,675.5	12,776.7	1,045.8	26,498.0
	83-84	102,532.7	14,799.3	114,213.3	231,545.3
		12,094.9	11,860.3	1,149.8	25,105.0
	82-83	98,337.9	13,638.0	104,740.3	216,716.2
		10,998.6	10,867.2	929.0	22,794.8
	81-82	90,715.6	12,413.2	93,476.7	196,605.5
		9,824.2	9,143.6	780.4	19,748.2
Licensee	85-86	12,554.7	4,803.9	34,027.7	51,386.3
	84-85	11,943.0	4,204.2	33,159.6	49,306.8
	83-84	11,553.6	3,748.2	30,836.1	46,137.9
	82-83	10,605.6	3,304.9	26,910.2	40,820.7
	81-82	9,467.9	2,983.1	23,617.9	36,068.9

FIVE-YEAR SALES COMPARISON

Dollars to the nearest 000's



SALES BY CATEGORY (HECTOLITRES)

Category	March 1986	% Category	% Total	March 1985	% Category	% Total	March 1984	% Category	% Total	March 1983	% Category	% Total	March 1982	% Category	% Total
Beer	643002.5	NA	84.9	648,989.9	NA	84.9	619,653.8	NA	84.2	609,188.0	NA	83.6	616,807.3	NA	84.0
Spirits															
Brandy	902.2	1.5	0.1	832.1	1.3	0.1	818.8	1.2	0.1	862.6	1.2	0.1	846.7	1.2	0.1
Vodka	71,103.2	11.7	0.9	71,519	11.6	0.9	75,226	11.5	1.0	80,097	11.3	1.1	82,671	11.4	1.1
Gin	2,237.9	3.7	0.3	2,373.8	3.8	0.3	2,532.1	3.9	0.3	2,622.8	3.7	0.4	2,859.0	4.0	0.4
Rum	29,150.9	47.9	3.8	29,265.7	47.3	3.8	31,004.6	47.2	4.2	33,600.7	47.5	4.6	33,994.3	47.1	4.6
Whiskey	18,166.5	29.9	2.4	19,020.9	30.8	2.5	20,783.6	31.7	2.8	22,711.7	32.1	3.1	23,379.3	32.4	3.2
Liqueurs	3,277.9	5.4	0.4	3,187.6	5.2	0.4	2,979.1	4.5	0.4	2,960.4	4.2	0.4	2,863.6	4.0	0.4
Total Spirits	60,836.6	100.0	8.0	61,832.0	100.0	8.1	65,641.5	100.0	8.9	70,767.9	100.0	9.7	72,210.0	100.0	9.8
Wines															
Vermouth	408.7	0.8	0.1	443.4	0.8	0.1	476.5	0.9	0.1	497.9	1.0	0.1	496.0	1.1	0.1
Aperitif	647.1	1.2	0.1	427.7	0.8	0.1	489.5	1.0	0.1	539.4	1.1	0.1	527.1	1.2	0.1
Fruit	611.4	1.1	0.1	769.2	1.4	0.1	1,037.2	2.0	0.1	1,312.1	2.7	0.2	1,439.7	3.2	0.2
Cider	269.6	0.5	—	301.4	0.6	—	265.2	0.6	—	400.1	0.8	0.1	381.7	0.8	0.1
Communion	7.7	—	—	8.8	—	—	8.2	—	—	8.5	—	—	8.9	—	—
Kosher	39.4	0.1	—	48.1	0.1	—	44.4	0.1	—	73.0	0.2	—	72.9	0.2	—
Sherry	7,795.6	14.5	1.0	8,071.0	15.1	1.1	7,763.6	15.3	1.1	7,321.1	15.1	1.0	6,924.4	15.4	0.9
Madeira	2.1	—	—	1.9	—	—	3.0	—	—	1.0	—	—	1.3	—	—
Port	2,722.1	5.1	0.4	2,804.8	5.3	0.4	2,507.4	4.9	0.3	2,444.7	5.0	0.3	2,503.2	5.6	0.3
Table White	25,413.4	47.4	3.4	23,957.7	44.8	3.1	21,386.5	42.2	2.9	18,367.0	37.8	2.5	15,022.2	33.4	2.0
Table Red	6,105.4	11.4	0.8	6,241.6	11.7	0.8	6,338.5	12.5	0.9	6,476.7	13.3	0.9	6,337.3	14.1	0.9
Table Rose	911.8	1.7	0.1	1,163.5	2.2	0.2	1,368.0	2.7	0.2	1,531.9	3.2	0.2	2,033.3	4.5	0.3
Sparkling	6,989.5	13.0	0.9	7,494.0	14.0	1.0	7,251.0	14.3	1.0	7,643.6	15.7	1.0	7,386.4	16.4	1.0
Champagne	1,696.6	3.2	0.2	1,685.5	3.2	0.2	1,724.3	3.4	0.2	1,922.4	4.0	0.3	1,873.8	4.2	0.3
Coolers	0.3	—	—												
Total Wines	53,620.4	100.0	7.1	53,419.6	100.0	7.0	50,683.3	100.0	6.9	48,539.4	100.0	6.7	45,008.2	100.0	6.1
Grand Total	757,461.8	NA	100.0	782,221.5	NA	100.0	735,978.6	NA	100.0	728,495.3	NA	100.0	734,025.5	NA	100.0

AUDITORS' REPORT

To the Honourable George C. Moody
Minister in Charge of Administration
Liquor Control Act
Province of Nova Scotia
Halifax, Nova Scotia

We have examined the balance sheet of The Nova Scotia Liquor Commission as at March 31, 1986 and the statements of income and changes in financial position for the year then ended. Our examination was made in accordance with generally accepted auditing standards, and accordingly included such tests and other procedures as we considered necessary in the circumstances.

In our opinion, these financial statements present fairly the financial position of the Commission as at March 31, 1986 and the results of its operations and the changes in its financial position for the year then ended in accordance with generally accepted accounting principles as modified by note 1(b) applied on a basis consistent with that of the preceding year.

Halifax, Nova Scotia
May 23, 1986

BALANCE SHEET

as at March 31, 1986

ASSETS	1986	1985
Current Assets		
Cash	$ 4,353,769	$ 2,893,033
Accounts receivable	478,611	425,063
Inventories of stock in warehouse and stores	13,100,855	10,751,359
Prepaid expenses	311,483	562,848
	18,244,718	14,632,308
Property, Plant and Equipment		
Furniture, fixtures and portable equipment	3,533,843	3,448,176
Other equipment	2,076,186	1,994,631
Land and buildings	9,163,481	8,290,050
Capital and leasehold improvements	7,990,635	7,651,102
	22,764,145	21,383,959
Less accumulated depreciation	18,442,383	17,593,928
	4,321,762	3,790,031
	$ 22,566,480	$ 18,422,339
LIABILITIES		
Current Liabilities		
Accounts payable	$ 6,927,466	$ 6,174,837
Minister of Finance		
Balance at beginning of year	12,247,502	13,899,774
Remittances	12,247,502	13,899,774
	Nil	Nil
Current year		
Net income	82,453,299	79,551,306
Remittances	66,814,285	67,303,804
Due to Minister of Finance	15,639,014	12,247,502
	$ 22,566,480	$ 18,422,339

Leases (note 2)
Commitment (note 4)

Approved

STATEMENT OF INCOME

Year Ended March 31, 1986

	1986	%	1985	%
Sales	$286,361,746	100.0	$274,033,986	100.0
Cost of goods sold	151,153,567	52.8	144,293,859	52.7
Gross profit	135,208,179	47.2	129,740,127	47.3
Stores operating expenses, including depreciation of $868,189 (1985, $1,255,032)	24,201,344	8.4	23,365,480	8.5
Income, store operations	111,006,835	38.8	106,374,647	38.8
Administrative expenses, including depreciation of $121,194 (1985, $203,138)	8,918,090	3.1	8,772,960	3.2
Other revenue	(1,476,282)	(0.5)	(1,973,020)	(0.7)
Other expenses	319,800	0.1	330,567	0.1
	7,761,608	2.7	7,130,507	2.6
	103,245,227	36.1	99,244,140	36.2
Maintenance of Royal Canadian Mounted Police (note 3)	20,791,928	7.3	19,692,834	7.2
NET INCOME	$ 82,453,299	28.8	$ 79,551,306	29.0

STATEMENT OF CHANGES IN FINANCIAL POSITION

Year Ended March 31, 1986

	1986	1985
WORKING CAPITAL DERIVED FROM		
Current operations		
Net income	$ 82,453,299	$ 79,551,306
Depreciation not involving working capital	989,383	1,458,170
	83,442,682	81,009,476
WORKING CAPITAL APPLIED TO		
Purchase of fixed assets (net)	1,521,114	1,150,831
Remittances to Minister of Finance	79,061,787	81,203,578
	80,582,901	82,354,409
INCREASE (DECREASE) IN WORKING CAPITAL	2,859,781	(1,344,933)
Working capital at beginning of year	8,457,471	9,802,404
WORKING CAPITAL AT END OF YEAR	$ 11,317,252	$ 8,457,471

Year Ended March 31, 1986

General

The Commission is incorporated under the laws of the Province of Nova Scotia and administers the Liquor Control Act, Chapter 169 from the Revised Statutes of Nova Scotia, 1967.

1. **Summary of Significant Accounting Policies**

(a) **Inventories**

Inventories of stock in warehouse and stores are valued at the lower of cost and net realizable value. Customs and excise tax have not been included where payment is due upon shipment from bonded warehouse.

(b) **Property, Plant and Equipment**

Property, plant and equipment are stated at cost. Depreciation, excepting amounts determined for furniture, fixtures, portable equipment, other equipment and capital and leasehold improvements, is provided in accordance with generally accepted accounting principles on the following basis:

Furniture, fixtures, portable equipment, other equipment and capital and leasehold improvements	99% of cost in the year of acquisition
Land and buildings	5% straight-line

Land costs which normally would not be depreciated are written off due to the retention of proceeds by the Province of Nova Scotia.

2. **Leases**

The Commission leases buildings, premises and equipment under operating leases which expire at various dates between 1986 and 2005. Some of these operating leases contain renewal options at the end of the initial lease term.

The following is an approximate schedule by years of future minimum rental payments required under operating leases that have initial lease terms in excess of one year, as of March 31, 1986:

1987	$ 1,740,845
1988	1,544,137
1989	1,485,644
1990	1,332,738
1991 to 2005	7,560,677
Total minimum payments required	$ 13,664,041

3. **Maintenance of Royal Canadian Mounted Police**

Payments are made for the maintenance of the Royal Canadian Mounted Police in accordance with the Liquor Control Act.

4. **Commitment**

The Commission is committed to leasing a head office and distribution complex, the construction of which is scheduled for completion in October 1986. Annual rentals for the lease term of 25 years will be $1,536,446, beginning from the date of occupancy. The Commission will account for this lease as a capital lease. Title to the property will vest with the Commission at the end of the lease term.

SALES IN HECTOLITRES

Approximate

	April/85 March/86	% Total	April/84 March/85	% Total	April/83 March/84	% Total	April/82 March/83	% Total	April/81 March/82	% Total
Spirits										
Canadian	54,721.7		55,730		59,568		64,728		66,419	
Imported	6,116.9		6,102		6,074		6,040		5,804	
Total	60,838.6	8.0	61,832	8.1	65,642	8.9	70,768	9.7	72,223	9.8
Wine										
Canadian	34,065.3		33,335		31,259		30,207		29,209	
Imported	19,555.4		20,085		19,424		18,332		15,797	
Total	53,620.7	7.1	53,420	7.0	50,683	6.9	48,539	6.7	45,006	6.1
Beer										
Canadian	639,366.9		643,712		615,671		605,648		613,947	
Imported	3,635.6		3,258		3,983		3,540		2,850	
Total	643,002.5	84.9	646,970	84.9	619,654	84.2	609,188	83.6	616,797	84.1
Grand Total	757,461.8	100.0	762,222	100.0	735,979	100.0	728,495	100.0	734,026	100.0

SALE OF ALCOHOLIC BEVERAGES BY VOLUME PER CAPITA

Fiscal years ended March 31 — 15 years and over — litres per capita

Five-Year Comparison

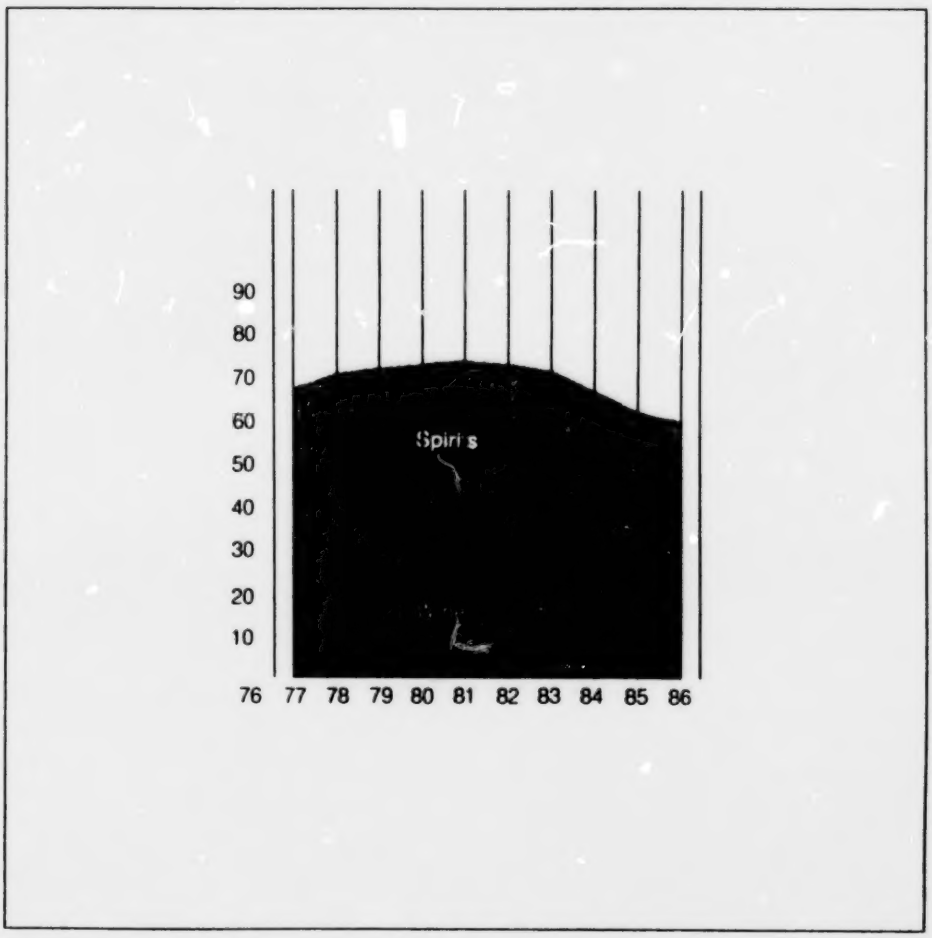
	Spirits					Wine				
	1981	1982	1983	1984	1985	1981	1982	1983	1984	1985
Nova Scotia	11.2	11.0	10.6	9.7	9.0	6.5	6.8	7.3	7.5	7.8
Newfoundland	10.0	9.8	9.5	9.2	8.6	4.0	4.1	4.1	3.8	3.8
Prince Edward Island	11.9	10.4	10.0	9.1	8.9	5.5	5.1	5.2	5.8	5.4
New Brunswick	8.3	8.0	7.6	6.8	6.3	4.9	5.3	5.6	5.6	5.8
Quebec	6.3	6.0	5.4	5.2	4.9	12.0	12.3	12.0	12.5	13.1
Ontario	10.9	10.7	10.1	9.3	9.0	10.6	11.1	11.6	11.4	11.8
Manitoba	12.5	12.5	11.6	10.1	9.8	8.5	9.1	9.1	8.5	8.6
Saskatchewan	11.4	11.6	11.8	11.0	10.1	5.7	6.6	6.8	6.6	6.8
Alberta	13.1	16.0	15.0	13.7	12.7	10.1	12.9	13.3	12.6	12.5
British Columbia	14.8	13.6	12.5	11.3	10.7	18.7	18.3	19.3	19.4	20.2
Yukon	22.4	22.3	20.5	18.2	16.8	18.0	21.1	23.8	21.2	20.7
Northwest Territories	17.0	17.6	17.5	16.1	16.1	8.4	8.3	8.6	8.6	9.3
Total	10.3	10.3	9.7	8.9	8.5	11.1	11.7	11.9	12.0	12.4

	Beer					Total				
	1981	1982	1983	1984	1985	1981	1982	1983	1984	1985
Nova Scotia	97.4	94.0	91.6	91.6	94.1	115.1	111.8	109.5	108.8	110.9
Newfoundland	124.5	122.1	121.9	116.5	119.5	135.8	136.0	135.5	129.6	131.9
Prince Edward Island	98.2	89.9	96.4	92.3	93.8	115.6	105.4	111.6	107.2	108.1
New Brunswick	105.2	98.9	98.6	94.8	94.6	118.4	112.2	111.8	107.2	106.7
Quebec	117.2	114.4	108.0	109.3	107.1	135.5	132.7	125.4	127.0	125.1
Ontario	112.9	111.1	110.0	109.9	106.6	134.4	132.9	131.7	130.6	127.4
Manitoba	104.1	98.9	98.6	103.0	106.2	125.1	120.5	119.3	121.6	124.6
Saskatchewan	98.1	88.1	84.9	87.2	88.8	115.2	106.3	103.0	104.8	105.7
Alberta	71.5	104.3	101.0	100.0	98.1	94.7	133.2	129.3	126.3	123.3
British Columbia	91.0	107.8	103.9	99.9	101.0	124.5	139.7	135.7	130.6	131.9
Yukon	238.9	187.4	187.8	182.8	185.8	279.3	230.8	232.1	222.2	223.3
Northwest Territories	108.7	109.6	111.2	118.9	121.8	134.1	135.5	137.3	143.6	147.2
Total	106.4	108.9	105.8	105.6	104.1	127.8	130.9	127.4	126.6	125.0

SALES IN HECTOLITRES

Volume to nearest 000's

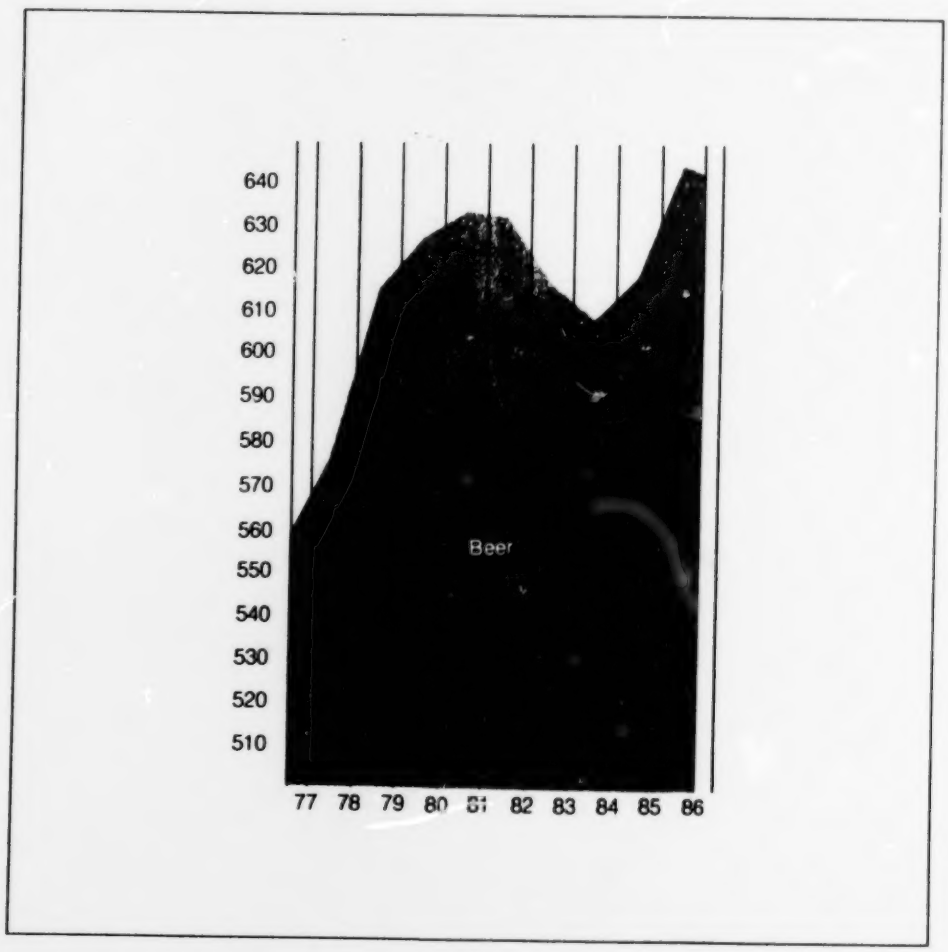
Ten-Year Growth Pattern



SALES IN HECTOLITRE

Volume to nearest 000's

Ten-Year Growth Pattern



SALES BY STORE

Twelve-Month Period Ended March 31, 1986

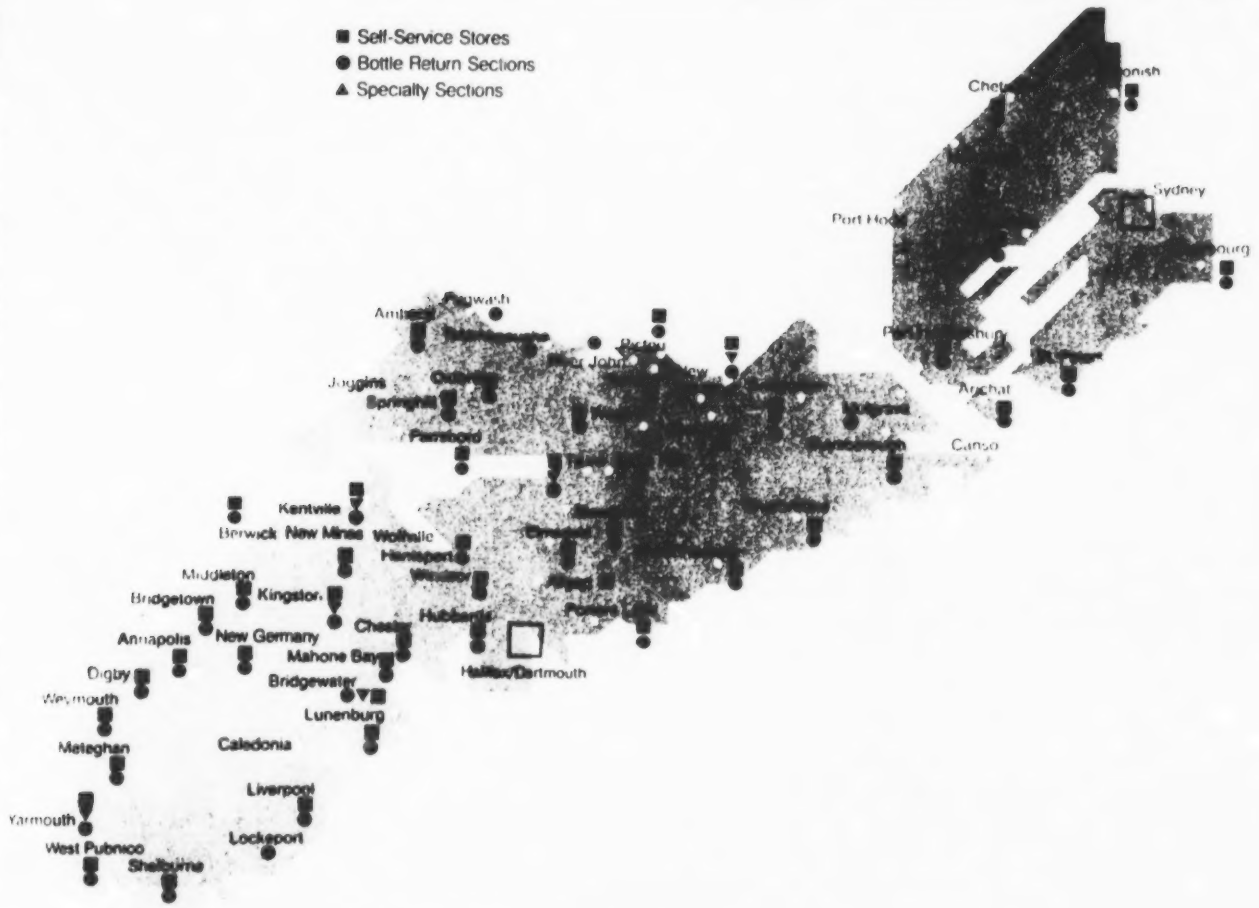
■ Self-Service Stores
● Bottle Return Sections
▲ Specialty Sections

	Store No.	Location		Spirits	Wine	Beer	Total
Region 1	104	Agricola Street	■●▲	2,301,006.47	799,292.53	2,497,077.81	5,597,376.81
Halifax	110	Bayers Road	■●	2,759,953.20	833,888.33	2,242,105.68	5,835,947.21
	120	Clyde Street	■●	3,028,412.93	1,624,765.60	2,550,192.84	7,203,371.37
	145	Halifax Shopping Centre	■●	4,121,986.20	1,867,975.27	3,409,843.83	9,399,805.30
	151	Hollis Street	■●	1,138,461.57	387,416.06	765,253.78	2,291,131.41
	155	Historic Properties	■	59,365.54	759,507.26	—	818,872.80
	180	Scotia Square	■●	1,428,034.33	528,821.20	545,721.20	2,502,576.73
	185	Spryfield	■●	1,857,309.60	411,458.64	2,286,186.93	4,554,955.17
	190	Strawberry Hill	■●	2,160,004.38	585,380.06	1,790,032.47	4,535,416.91
	191	Hfx-Licensee Store		5,497,006.70	3,330,290.50	11,896,215.13	20,723,512.33
	Total	Regional		24,351,540.92	11,128,795.45	27,982,629.67	63,462,966.04
Region 2	201	Airport Store	■	267,974.67	67,137.00	184,325.53	519,437.20
Dartmouth	202	Bedford Place	■●	3,363,021.72	1,017,774.97	4,210,360.93	8,591,157.62
	209	Dart. Bridge Plaza	■●	2,484,727.57	697,816.18	2,741,319.56	5,923,863.31
	211	Dart. Canal Street	■●▲	2,011,701.40	691,682.02	1,867,711.03	4,571,094.45
	212	Dart. Licensee		1,241,867.93	387,823.04	4,374,360.72	6,004,051.69
	219	Dart. Westphal	■●	4,207,774.36	1,189,305.70	4,182,924.88	9,580,004.94
	Total	Dart. Stores		9,946,071.26	2,966,626.94	13,166,316.19	26,079,014.39
	223	Elmsdale	■●	1,206,172.41	204,392.78	1,656,462.07	3,067,027.26
	227	Dart. Forest Hills	■●	2,265,736.13	775,594.09	2,453,662.37	5,494,992.59
	270	Porters Lake	■●	1,391,368.40	231,572.74	1,339,066.49	2,962,007.63
	275	Sackville Town Centre	■●	1,955,290.01	435,554.42	2,305,440.17	4,696,284.60
	280	Sheet Harbour	■●	534,063.30	80,357.66	569,372.36	1,183,793.32
	285	Stewiacke	■●	821,216.22	120,988.66	996,569.53	1,938,774.41
	Total	Regional		21,750,914.12	5,899,999.26	26,881,575.64	54,532,489.02
Region 3	303	Antigonish	■●▲	3,396,203.95	589,034.73	3,249,068.55	7,234,307.23
Eastern	307	Arichat	■●	732,412.81	95,483.85	650,697.66	1,478,594.32
	312	Canso		433,332.65	58,992.36	617,566.54	1,109,891.55
	317	Guysborough	■●	416,403.77	104,787.64	561,737.84	1,082,929.25
	340	Mulgrave	●	325,091.74	72,549.37	452,023.61	849,664.72
	345	New Glasgow	■●▲	2,779,521.04	618,145.14	2,859,644.38	6,257,310.56
	346	New Glasgow, Licensee		520,153.89	47,861.63	1,168,244.39	1,736,259.91
	355	Port Hawkesbury	■●	1,962,215.82	345,236.52	1,821,312.09	4,128,764.43
	360	Port Hood		516,138.24	71,022.90	470,298.38	1,057,459.52
	370	Sherbrooke	■●	336,838.85	46,131.31	341,929.80	724,899.96
	375	Stellarton	■	814,430.09	122,350.12	835,648.76	1,772,428.97
	380	St. Peters	■●	602,188.39	128,678.60	843,199.31	1,574,066.30
	387	Trenton	■	457,530.04	78,750.28	534,048.79	1,070,329.11
	397	Westville	■●	565,247.91	95,135.73	804,765.37	1,465,149.01
	Total	Regional		13,857,709.19	2,474,160.18	15,210,185.47	31,542,054.84

	Store No.	Location		Spirits	Wine	Beer	Total
Region 4	408	Baddeck	■●	858,996.97	187,885.95	893,872.73	1,940,755.65
Cape Breton	413	Cheticamp	■●	669,980.77	86,055.70	873,042.25	1,629,078.72
	418	Dominion	■●	581,054.84	83,265.38	742,600.19	1,406,920.41
	426	Glace Bay	■●	2,546,405.17	404,908.20	2,710,777.32	5,662,090.69
	427	Glace Bay, Licensee		466,351.75	10,734.96	1,249,113.95	1,726,200.66
	431	Ingonish	■●	574,565.99	124,554.70	643,655.70	1,342,776.39
	436	Inverness	■●	884,538.27	102,478.10	891,575.01	1,878,591.38
	441	Louisbourg	■●	456,404.13	66,358.74	477,366.76	1,000,129.63
	445	New Waterford	■●	1,344,705.98	195,416.04	2,272,539.24	3,812,661.26
	451	North Sydney	■●	2,378,411.29	316,098.53	2,808,203.48	5,502,713.30
	473	Sydney-Ashby	■●	1,456,605.04	205,001.47	1,039,294.83	2,700,901.34
	474	Sydney Licensee		1,156,069.53	198,786.05	2,793,740.25	4,148,595.83
	479	Sydney-George Street	■●	3,435,069.84	597,009.84	2,925,271.42	6,957,351.10
	483	Sydney-Whitney Pier		570,909.61	71,375.33	616,451.51	1,258,736.45
	Total	Sydney Stores		6,618,654.02	1,072,172.69	7,374,758.01	15,065,584.72
	490	Sydney Mines	■●	1,192,752.14	159,870.40	1,895,962.57	3,248,585.11
	496	Sydney River	■●▲	2,891,062.52	551,391.65	2,049,458.83	5,491,913.00
	Total	Regional		21,463,883.84	3,361,191.04	24,882,926.04	49,708,000.92
Region 5	502	Amherst	■●	1,720,488.91	385,337.73	2,448,398.71	4,554,225.35
Northern	510	Bible Hill	■●	856,021.25	154,828.00	889,238.65	1,900,087.90
	522	Joggins		109,239.64	14,371.01	230,306.81	353,917.46
	538	Oxford	■●	410,428.69	62,355.89	461,169.58	933,954.16
	543	Parrsboro	■●	451,215.80	73,529.22	689,878.91	1,214,623.93
	548	Pictou	■●	1,122,291.73	206,911.39	1,175,605.10	2,504,808.22
	553	Pugwash	●	338,596.01	47,658.74	395,241.04	781,495.79
	558	River John	●	206,108.04	39,481.21	298,391.61	543,980.86
	567	Springhill	■●	534,039.84	86,823.90	850,969.84	1,471,833.58
	582	Tatamagouche	●	376,935.33	83,198.69	516,336.29	976,470.31
	592	Truro	■●▲	3,921,883.27	824,587.78	3,700,262.55	8,446,733.60
	593	Truro, Licensee		523,178.54	120,051.68	1,368,826.99	2,012,057.21
	Total	Regional		10,570,427.05	2,099,135.24	13,024,626.08	25,694,188.37
Region 6	602	Annapolis	■●	769,623.55	227,446.27	917,960.63	1,915,030.45
Valley	611	Berwick	■●	809,249.73	143,417.97	1,057,274.93	2,009,942.63
	615	Bridgetown	■●	437,872.17	94,837.26	474,456.83	1,007,166.26
	620	Digby	■●	1,401,535.61	283,041.97	1,565,880.32	3,250,457.90
	630	Hantsport	■●	331,394.20	61,547.20	333,898.28	726,839.68
	646	Kentville	■●▲	1,465,310.28	429,252.89	2,095,739.75	3,990,302.92
	648	Kingston	■●▲	1,248,060.76	386,504.91	1,702,655.65	3,337,221.32
	665	Meteghan	■●	808,676.36	127,654.82	1,203,465.66	2,139,796.84
	670	Middleton	■●	624,872.82	136,551.11	777,743.88	1,539,167.81
	674	New Minas	■●	1,380,559.68	384,894.91	1,597,060.41	3,362,515.00
	692	Weymouth	■●	464,830.64	89,116.12	579,072.67	1,133,019.43
	695	Windsor	■●	1,674,364.75	262,767.69	1,943,441.19	3,880,573.63
	698	Wolfville		745,405.01	270,355.81	1,055,696.24	2,071,457.06
	Total	Regional		12,161,755.56	2,897,388.93	15,304,346.44	30,363,490.93
Region 7	705	Bridgewater	■●▲	2,986,999.73	630,414.22	3,021,933.64	6,639,347.59
South Shore	710	Caledonia		256,834.76	35,018.30	276,164.96	568,018.02
	715	Chester	■●	1,018,759.12	268,405.39	939,387.06	2,226,551.57
	725	Hubbards	■●	718,013.19	182,665.53	916,933.16	1,817,611.88
	755	Liverpool	■●	1,597,158.20	270,846.52	1,327,835.37	3,195,840.09
	760	Lockeport	●	273,670.77	55,073.18	264,921.08	593,665.03
	765	Lunenburg	■●	1,491,976.74	229,575.83	876,800.68	2,598,353.25
	770	Mahone Bay	■●	751,135.00	216,401.15	770,379.03	1,737,915.18
	775	New Germany	■●	332,300.19	50,142.95	469,081.89	851,525.03
	785	Shelburne	■●	1,450,736.36	202,156.48	1,427,560.57	3,080,453.41
	790	West Pubnico	■●	644,589.53	59,294.04	549,407.41	1,253,290.98
	798	Yarmouth	■●▲	2,926,005.88	549,572.28	3,060,200.51	6,535,778.67
	Total	Regional		14,448,179.47	2,749,565.87	13,900,605.36	31,098,350.70
	Total	Grand		118,604,410.15	30,610,235.97	137,186,894.70	286,401,540.82

DISTRIB
OF STO

■ Self-Service Stores
● Bottle Return Sections
▲ Specialty Sections



Halifax/Dartmouth Area

Sydney and Area

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